



Mitsubishi Electric Automation, Inc.

UPS Group

“Who is Mitsubishi UPS?”

The Mitsubishi group of companies number 39 with products from Kirin beer to nuclear generators. These companies combine for a total annual sales over \$220 billion. Mitsubishi Electric Automation, Inc. is a direct wholly owned subsidiary of Mitsubishi Electric located in Tokyo, Japan. Products range from televisions to VCR's to programmable logic controllers and uninterruptible power supplies. MELCO's annual sales total over \$40 billion. Mitsubishi Electric Automation, Inc. represents approximately \$200 million of that total figure.

These sales figures are achieved in today's most competitive international markets due to our long-term philosophy of supplying quality products with a commitment to customer satisfaction and product performance. This philosophy is put to the test daily as our competitors are great in number and come from countries throughout the world. To remain a strong competitor, one must continuously invest in product and manufacturing improvements. One must be prepared to provide the best product at a competitive price.

An examination of various Mitsubishi products shows our investment in product design. Manufacturing improvements have many times been achieved by investing in new, more efficient facilities, located in the markets where there is a demand for the product. Mitsubishi currently has eight such manufacturing facilities in North America, where product is produced for the U.S.A. and global markets. Presently our DiamondLink single phase UPS products are manufactured in our Vernon Hills, IL facility, with larger three phase products scheduled later on.

Our UPS products are an example of this philosophy in action. We were Japan's first UPS manufacturer in 1964. Since then, we have supplied over 35 years worth; more than 9,000 installations with a total connected capacity of over 7100 MVA. Our UPS products are part of Mitsubishi Electric Automation, Inc. located in Vernon Hills, IL. This location houses all of our management, order services, direct product services, field service and retains our base inventory for the UPS products.

Prior to its official beginning in October 1986, factory and export marketing representatives were sent to the U.S.A to redesign our products to meet your exacting standards. The results of this research and enhancements over the years has made Mitsubishi one of the premier UPS companies in the North and Latin American marketplaces.

We at Mitsubishi take great pride in the fact that we have been able to combine state-of-the-art technology, ease of use and operation, system compatibility, and an unsurpassed reliability all into one package. Our entrance into the U.S.A. market has been a calculated

one. We began our efforts with the 8600 series unit - a-time proven three-phase mid-to-high kVA unit which has been successful in the world market. With an established-base business – which has been ongoing for 15 years in North and Latin America - we take pride in supplying the most reliable and most advanced “leading-edge” technology in the world.

Our units boast the use of IGBT (Insulated Gate Bi-Polar Transistors) in our converter/inverter section (9800A Series uses diodes) and DSP (Digital System Processing). With these as the basis of our design, we have been able to adapt to many of our customer’s specialized requirements. This design concept utilized in our UPS systems has yet to be matched by our U.S. competitors in both performance and reliability characteristics. Reliability is strongly emphasized in our design and manufacturing process. We feel that the purchase of a UPS system should be made with the intention of adding to your system reliability rather than adding another “weak link”, or point of failure, to your power system.

Our long-term goal of becoming a major factor in the North and Latin American industry is based upon our daily philosophy of insuring 100% customer satisfaction. This satisfaction will be obtained through our commitment to system quality, product performance, and customer service support.

We thank you for your interest in our UPS products and in our company and look forward to the opportunity to service your UPS needs in the future!